

A PROFILE OF U.S. IMPORTING AND EXPORTING COMPANIES, 2017-2018

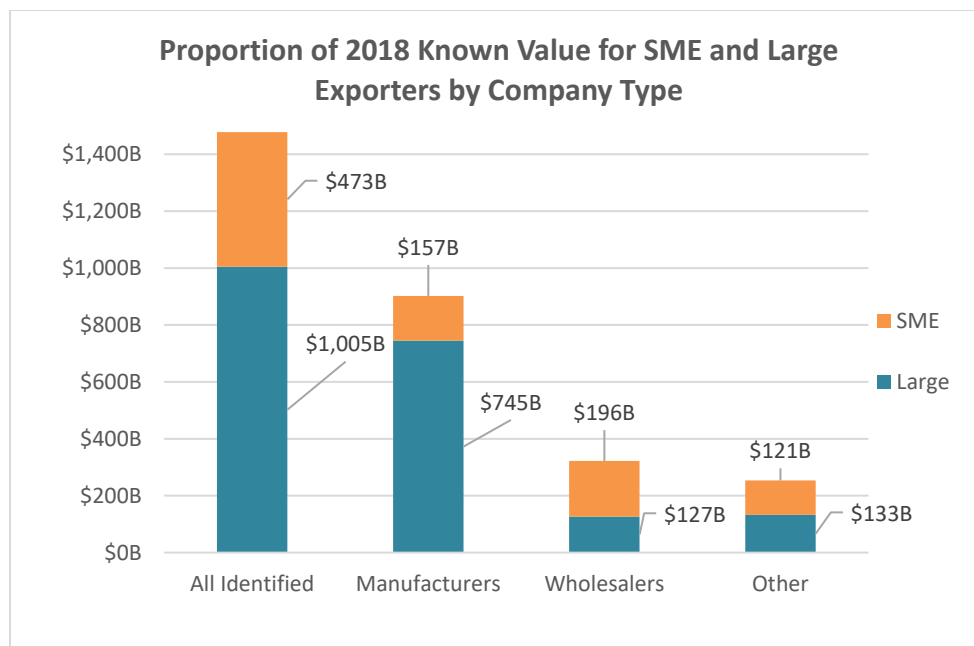
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The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2017 - 2018*. This report provides information on identified U.S. companies and their known export or import value. Identified companies are enterprise-level companies that were successfully linked from the 2018 Census Business Register to import or export transaction records. The known export or import value is the dollar-value of export or import transactions linked to these identified companies. Using the information from the Census Business Register, this report details trade data by various company characteristics of U.S. exporting and importing companies. For the full report or to view the explanatory notes on how these statistics are gathered and compiled, go to <https://www.census.gov/foreign-trade/Press-Release/edb/2018/>.

Exports

The 2018 identified U.S. exporting companies (“exporters”) accounted for a known export value of \$1,478 billion, or 88.7 percent of the total value of exported goods in 2018 (\$1,666 billion). This is an increase of 6.9 percent from the 2017 known export value of \$1,383 billion.

Large exporters accounted for over two-thirds (\$1,005 billion) of the known export value, while small- and medium-sized enterprises (SME) accounted for the remaining \$473 billion. Large exporters accounted for 82.6 percent of exports by *manufacturers*, 39.3 percent by *wholesalers*, and 52.4 percent by *other* exporters.



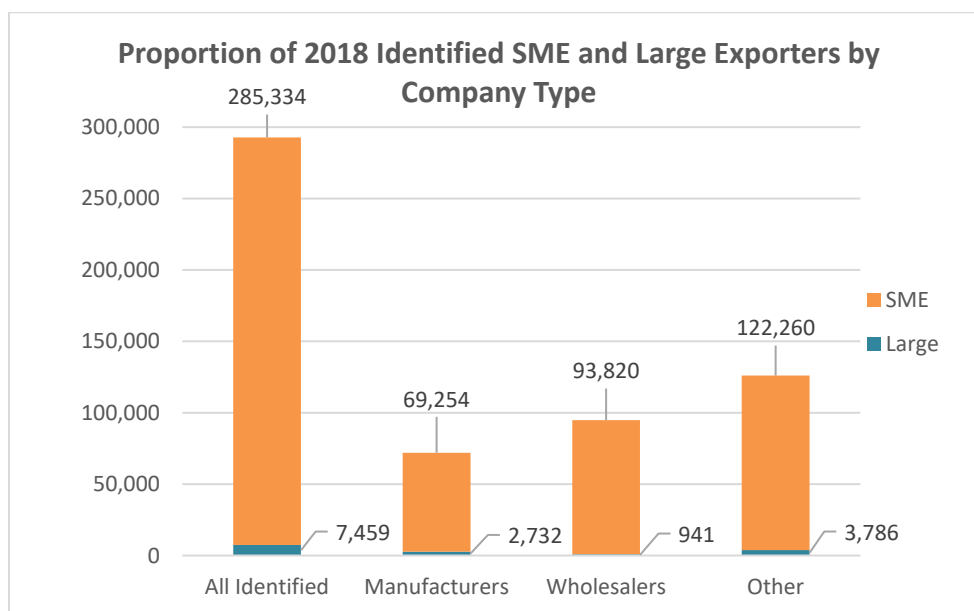
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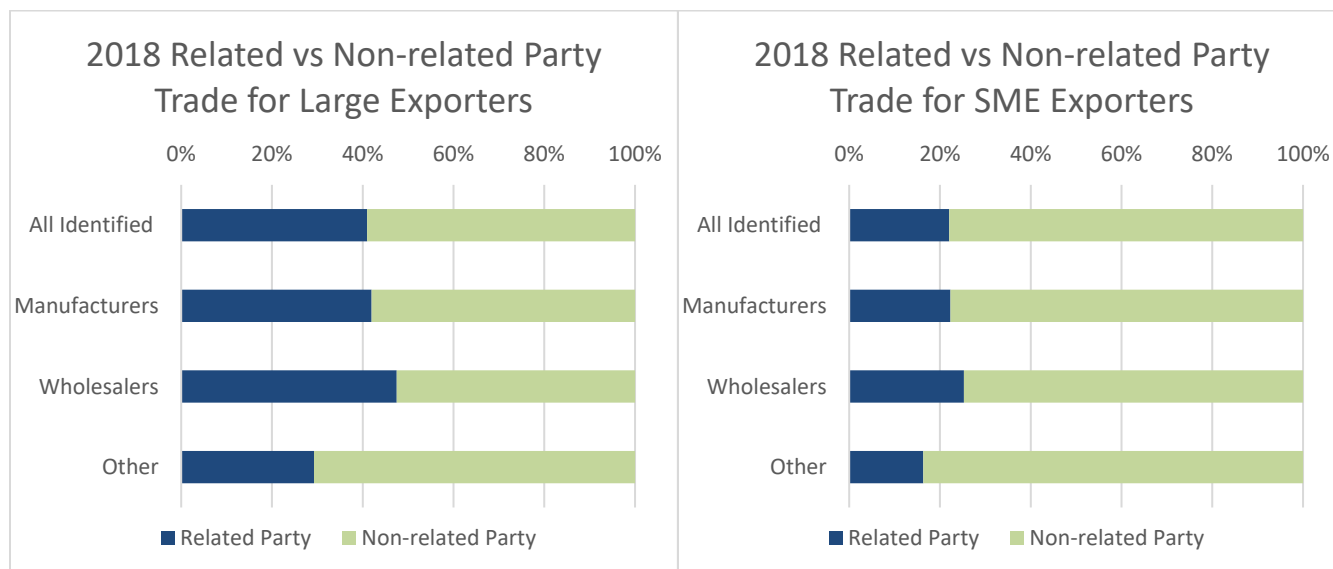
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Of the 292,793 identified exporters in 2018, 24.6 percent were *manufacturers*, 32.4 percent were *wholesalers*, and 43.0 percent were classified as *other*. Additionally, 94,617 of these identified exporters did not report exports in 2017.



Large exporters reported that 41.0 percent of their exports were related party trade, while SME exporters reported only 22.0 percent were related party trade. The known value of related party trade by multiple location exporters was more than 18 percentage points higher than that of single location exporters.

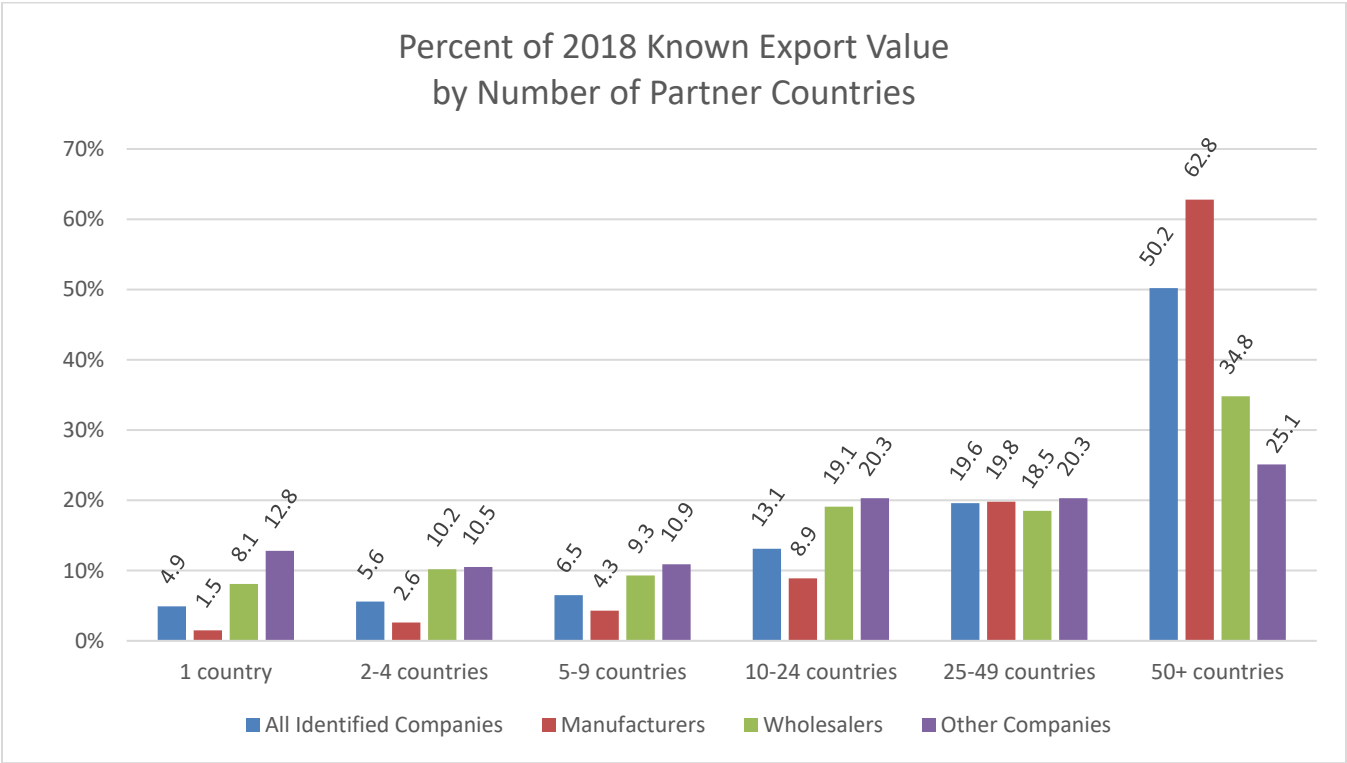


The known export value of single location exporters decreased by 0.5 percent, and increased by 9.2 percent for multiple location exporters.

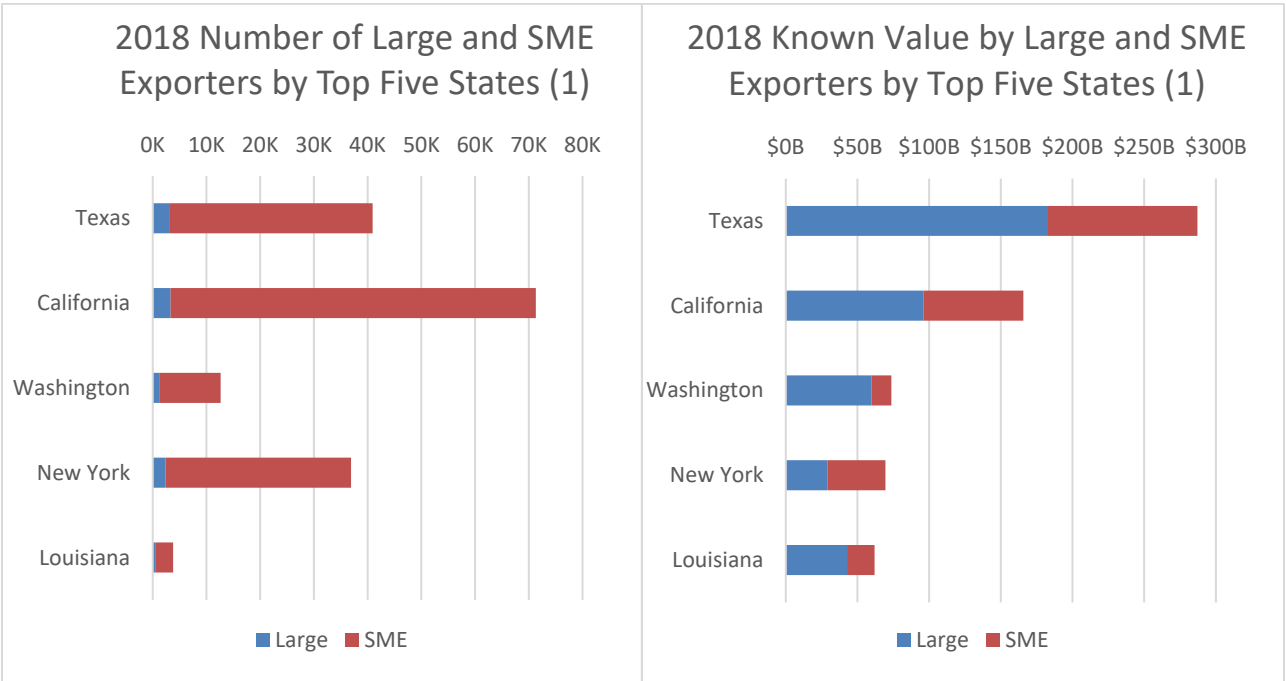
Out of all of the North American Industry Classification System (NAICS) subsectors, 336 (Transportation Equipment Manufacturing) had the highest known export value at \$266 billion in 2018. Over 39 percent of the known export value of SME exporters is attributable to NAICS subsectors 423 (\$100 billion) and 424 (\$85 billion).

Both the top four *manufacturers* and the top four *other* exporters reported increases in their combined known export values of at least 17.0 percent.

In 2018, 58.9 percent of exporters reported exporting to only one country, and accounted for 4.9 percent of the known export value. Only 2 percent of exporters reported exporting to 25 or more countries, but accounted for 69.8 percent of the known export value.



Nearly one-quarter (24.4 percent) of identified exporters reported exports from California (11.2 percent of the known export value), while 14.0 percent of identified exporters reported exports from Texas, which accounted for the largest portion of the known export value at 19.4 percent. California and Florida continue to have the largest number of SME exporters reporting exports, with a combined 40.3 percent of SME exporters reporting exports from these two states.

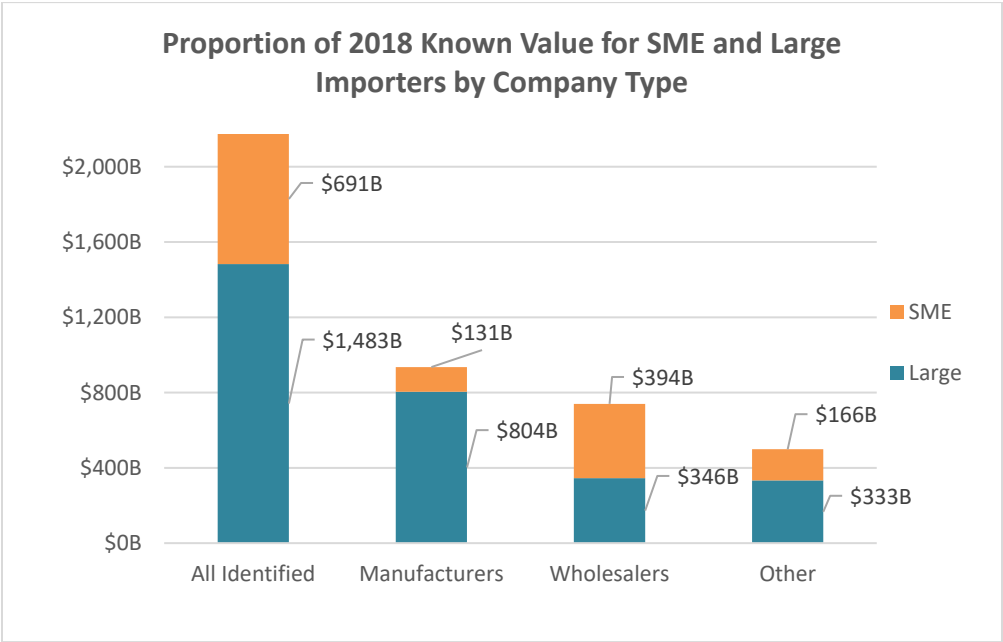


(1) Top five states determined by known export value.

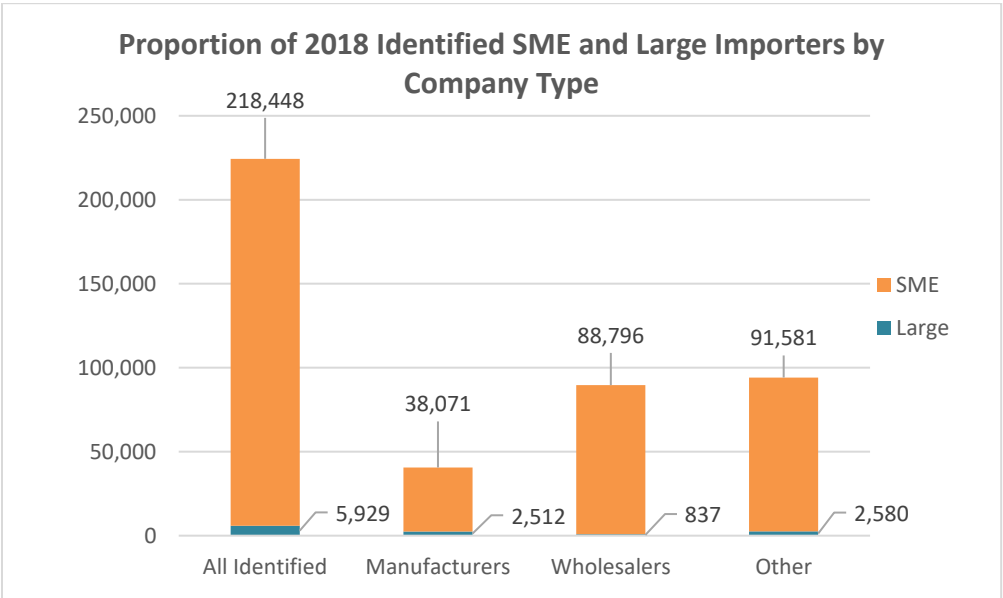
Imports

Identified U.S. importing companies (“importers”) accounted for a known import value of \$2,174 billion, or 85.6 percent of the total value of imported goods in 2018 (\$2,541 billion). This is an increase of 7.0 percent from the 2017 known import value of \$2,032 billion.

As with large exporters, large importers accounted for just over two-thirds of the known import value (\$1,483 billion), while SME importers accounted for the remaining \$691 billion. Large importers accounted for 86.0 percent of imports by *manufacturers*, 46.7 percent by *wholesalers*, and 66.8 percent by *other* importers.

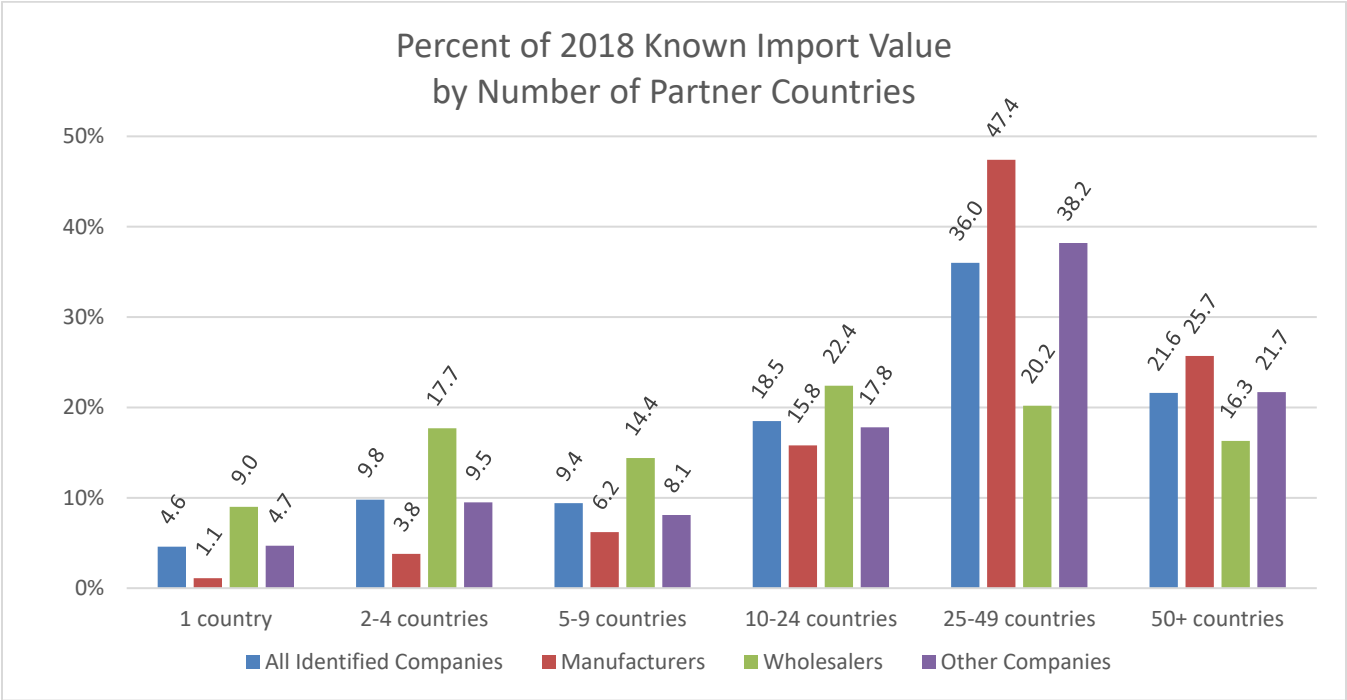


Of the 224,377 identified importers in 2018, 18.1 percent were *manufacturers*, 39.9 percent were *wholesalers*, and 42.0 percent were classified as *other*. The number of identified importers increased by 2.6 percent from 2017.

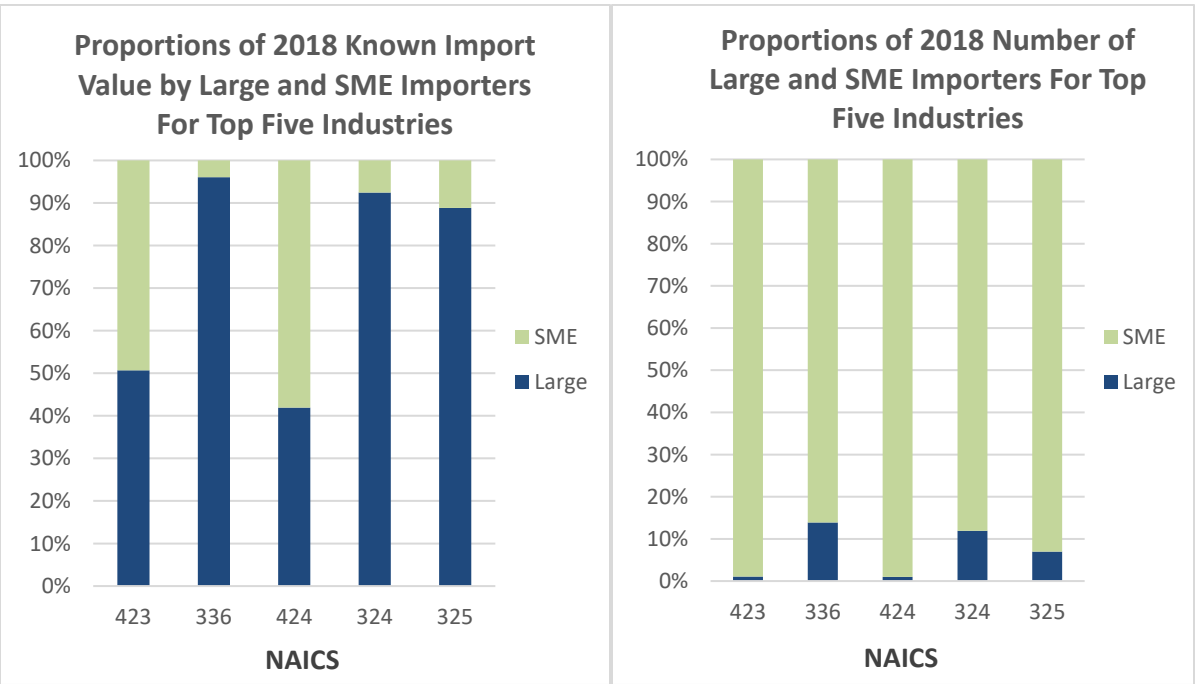


The known import value reported by the top four *other* importers (\$122 billion) increased 25.2 percent from 2017 to 2018.

Of the known import value, 57.6 percent is attributable to importers reporting imports from 25 or more countries, with the majority of that amount falling into the 25-49 countries category. Unlike *manufacturers* and *other* importers, the majority of the known import value of importing *wholesalers* is attributable to those reporting imports from fewer than 25 countries.



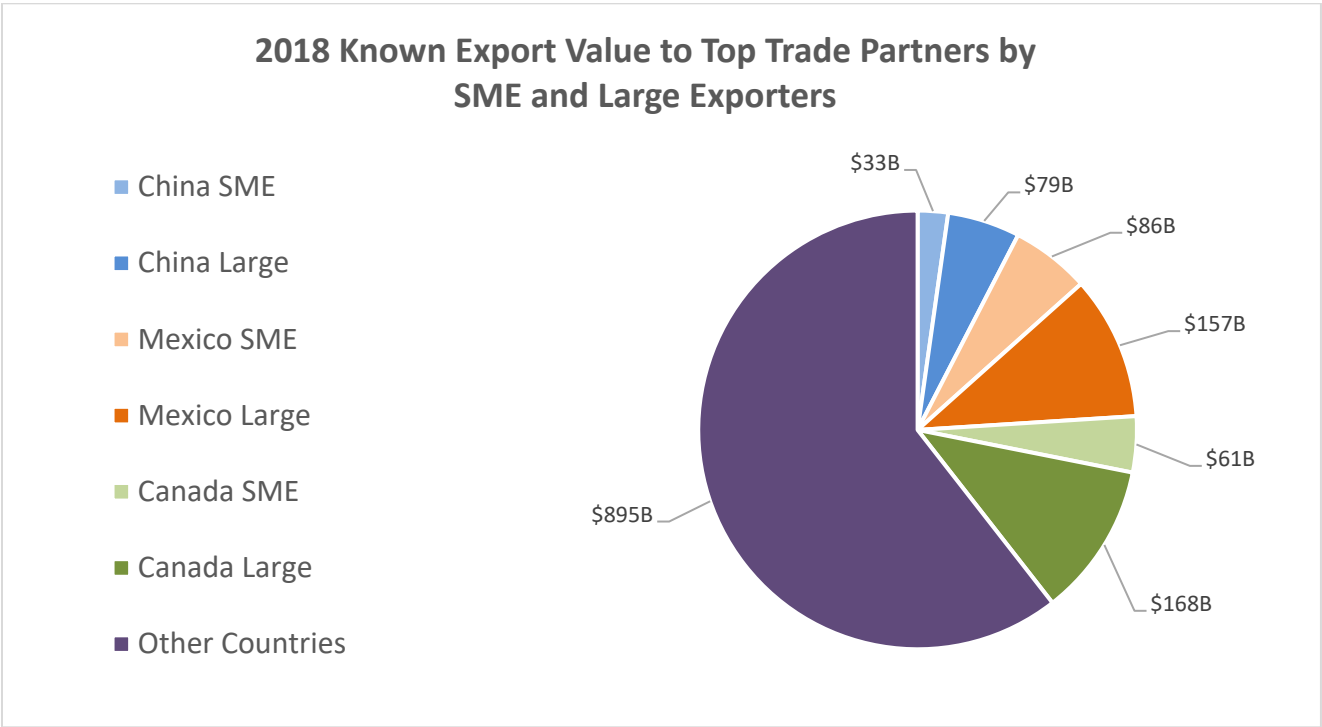
Of the top five 3-digit North American Industry Classification System (NAICS) subsectors for known import value, SME importers accounted for 99.0 percent of the importers within NAICS 423 (Merchant Wholesalers, Durable Goods) and 424 (Merchant Wholesalers, Nondurable Goods). Large importers accounted for over 96 percent of the known import value of the NAICS subsector 336 (Transportation Equipment Manufacturing).



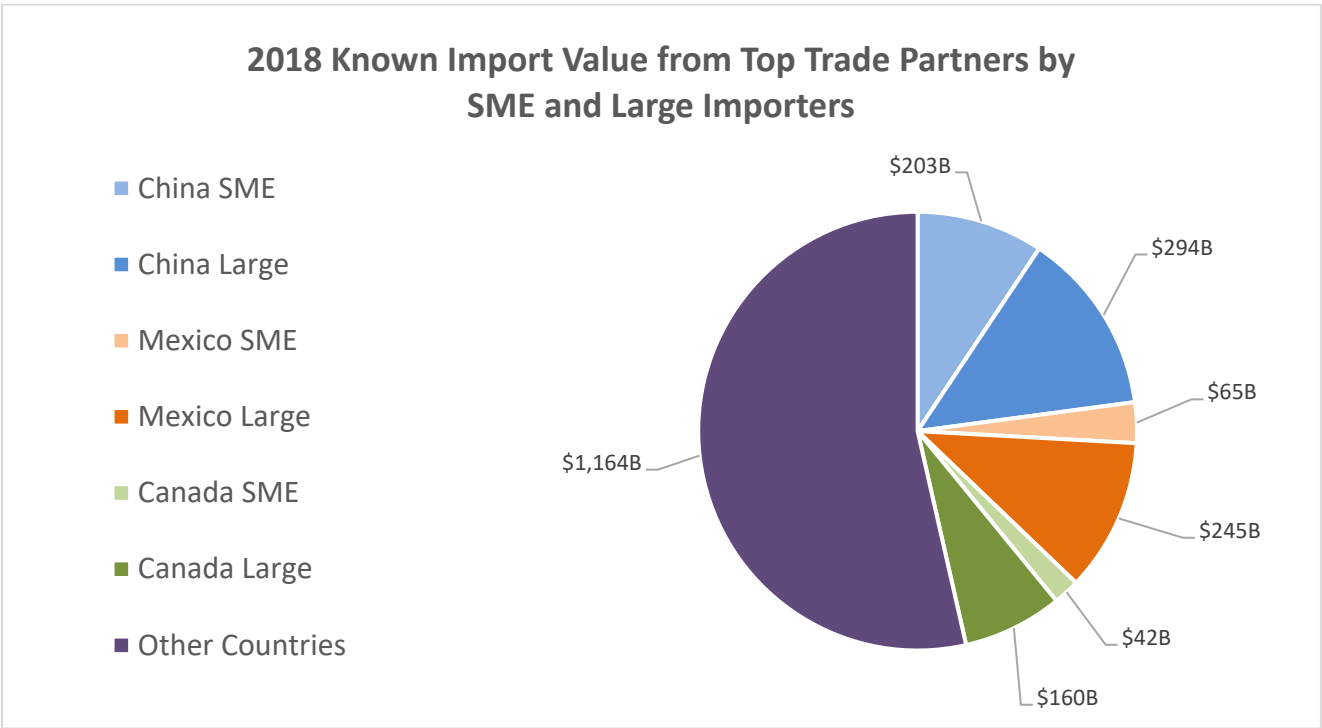
(1) NAICS definitions: 423 – “Merchant Wholesalers, Durable Goods”, 336 – “Transportation Equipment Manufacturing”, 424 – “Merchant Wholesalers, Nondurable Goods”, 324 – “Petroleum and Coal Products Manufacturing”, 325 – “Chemical Manufacturing”

Comparing Import and Export Markets

The top three trading partners (China, Mexico and Canada) accounted 46.5 percent of the known import value and 39.5 percent of the known export value.

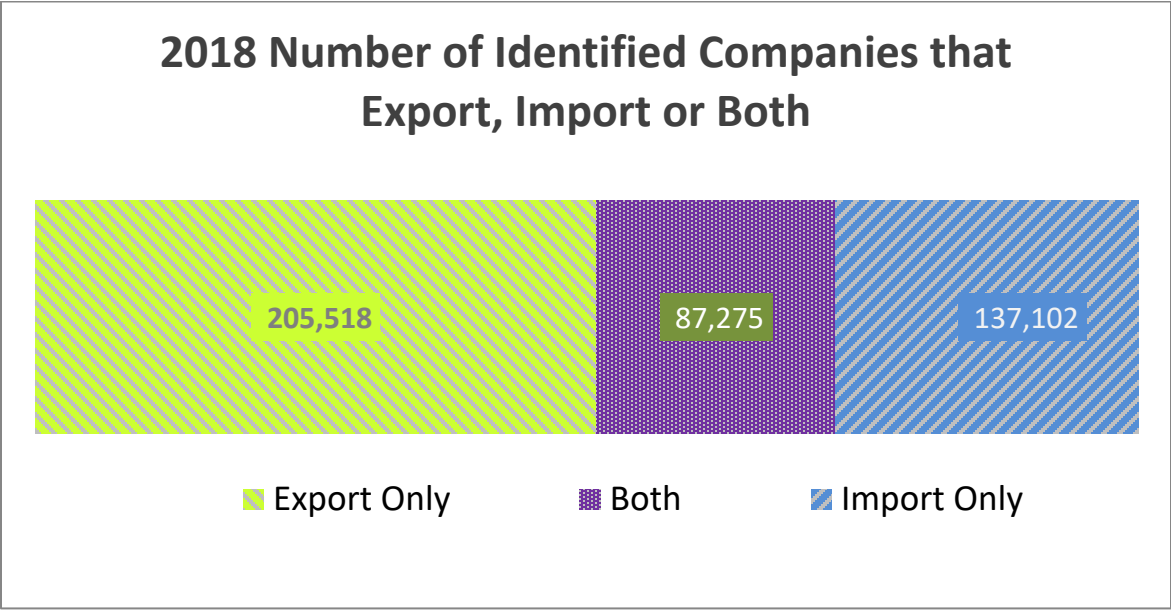


SME importers accounted for 40.9 percent of the imports from China, nearly twice as much as what they accounted for either Mexico (21.0 percent) or Canada (20.8 percent).



Companies that both Imported and Exported

Out of the 292,793 exporters and 224,377 importers, 87,275 companies reported both imports and exports in 2018.



Of the companies reporting exports to Canada (94,494) or Mexico (57,576) in 2018, 8.4 percent reported imports from Canada and 12.0 percent reported imports from Mexico, respectively.

Of the known import value (\$2,032 billion) and known export value (\$1,296 billion) reported by companies that both import and export, the bilateral trade with Mexico represents nearly 15 percent of each.

SME companies accounted for 24 percent of exports and 27 percent of imports at the national level, by companies that both import and export. For companies that export and import from Canada, SME companies accounted for 9 percent of exports and 5 percent of imports.

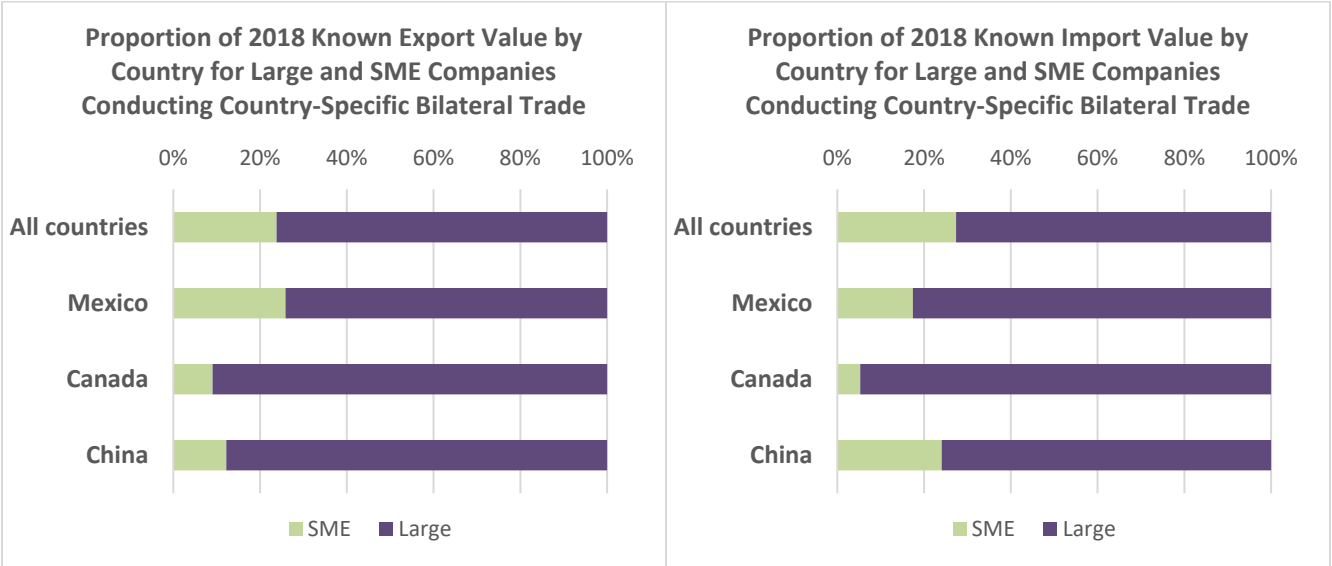


Table 1 – Summary of 2017-2018 Matching Results

Table 1: Distribution of Exports and Imports by Identified and Unidentified Companies (Value in millions of dollars. Details may not sum to total due to rounding.)					
	2018 Value	% of 2018 Value	2017 Value	% of 2017 Value	
TOTAL EXPORTS	1,665,992	100.0	1,546,273	100.0	
Low-value estimates	35,878	2.2	32,921	2.1	
US & foreign governments	61	<0.1	110	<0.1	
Identified exporters* (known value)	1,477,975	88.7	1,383,304	89.5	
Exported merchandise in both 2017 and 2018	1,445,914	86.8	1,340,713	86.7	
Exported merchandise in only 2017 or only 2018	32,061	1.9	42,591	2.8	
Unidentified exports	152,078	9.1	129,938	8.4	
Total Imports	2,540,806	100.0	2,339,884	100.0	
Low-value estimates	18,253	0.7	17,457	0.7	
Articles exported and returned, not advanced or improved in condition	75,232	3.0	66,128	2.8	
Identified importers* (known value)	2,174,089	85.6	2,032,453	86.9	
Imported merchandise in both 2017 and 2018	2,118,830	83.4	1,980,928	84.7	
Imported merchandise in only 2017 or only 2018	55,259	2.2	51,525	2.2	
Unidentified imports /1	273,232	10.8	223,845	9.6	
*Number of Identified Companies					
	2018	2017	Both Years	2018 Only	2017 Only
Exporters	292,793	290,625	198,176	94,617	92,449
Importers	224,377	218,585	157,884	66,493	60,701
* Note: Percentages may not add up to 100.0 percent due to rounding					
/1 Includes Canadian electricity and natural gas imports					